

Message Text

UNCLASSIFIED

PAGE 01 LAGOS 02782 051855Z

11

ACTION OPIC-06

INFO OCT-01 AF-06 ISO-00 EB-07 /020 W

----- 016501

R 051548Z MAR 76

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 3746

INFO AMCONSUL KADUNA

UNCLAS LAGOS 02782

FOR OPIC HENDERSON FROM PARNELL

E.O. 11652 : NA

TAGS : EINV, NI

SUBJ : OPIC MISSION TO WEST AFRICA--LAGOS

1. MEETINGS WITH KEY EMBASSY, GOVERNMENT, AND BUSINESS CONTACTS CONFIRM ACCEPTABILITY OF WESTAM TIMING DESPITE RECENT EVENTS.

2. HOTEL RESERVATIONS: RESERVATIONS AT IKOYI RECONFIRMED, AND CONFIRMATION LETTER MAILED TO MOHUN INTERNATIONAL TRAVELS WITH COPIES TO HENDERSON, EMBASSY, AND PARNELL. CASH PAYMENT FOR FULL BILL EXPECTED UPON ARRIVAL. NO SUITE AVAILABLE.

3. TENTATIVE SCHEDULE:

TUESDAY 23 MARCH--1745, ARRIVE LAGOS(GH552). EXPEDITOR AND TRANSPORTATION PROVIDED BY EMBASSY. EVENING FREE.

WEDNESDAY 24 MARCH--0700, BREAKFAST AMB. RESIDENCE AND EMBASSY BRIEFING; 0930, AGRIBUSINESS GROUP MEETING LIMAN, DIR. AGRICULTURE; 1100, FULL GROUP MEETING COMMISSIONER OF MIN. IND., WUSHISHI OR PRINC. SEC. MENKITI; LUNCH FREE; 1430, PRESENTATION, BRUME, CONTROLLER OF SUPERVISION NBCI AT EMBASSY; 1500, PANEL DISCUSSION, BRUME, U.S. BANK REPS AT EMBASSY; 1930, RECEPTION AMB RESIDENCE FOR LOCAL GOVERNMENT AND BUSINESS LEADERS.

THURSDAY 25 MARCH--GROUP A (AGRIBUSINESS) 5 TO 7 PARTICIPANTS. GROUP LEADERS LYLE MOE, AGR ATTACHE AND BATCHELDER; 0800, FOREMOST, UNCLASSIFIED

UNCLASSIFIED

PAGE 02 LAGOS 02782 051855Z

PACE, MNG. DIR.; 1100, OKE-AJA FARMS, STARGANDT, ASHAMU. IN-

CLUDES LUNCH; 1500, LIVESTOCK FEEDS LTD. (PFIZER SUB), DRON, MNG. DIR.

GROUP B (OTHER) 5 TO 7 PARTICIPANTS, GROUP LEADERS BOB FLEMING, IF IN TOWN, HENDERSON, PEASHOCK (REDMOND'S REPLACEMENT); 0800, PRINTEX, OSHILAJA, MNG. DIR.; 1000 BATA SHOE, TILLIE, PROD. MGR., MCGOLDRICK, MKT. MGR.; 1330, PFIZER LABS (NEW PLANT), PLOETZENEDER, PROJECT ENGINEER. INCLUDES LUNCH.; 1600 FULL GROUP--PFIZER PRESENTATION AND DISCUSSION; EVENING OPEN.
GROUP C, 2 TO 4 PARTICIPANTS. FNS CHICAGO WILL HANDLE.

4. COMMENTS: (A) EMBASSY SUPPORT EXCELLENT. AMBASSADOR AND ECON COUNSELOR ENTHUSIASTIC AND OFFERING FULL ASSISTANCE. EXPRESSED HOPE GROUP SIZE WILL NOT INCREASE MEASUREABLY SINCE 20 TO 25 EXTREMELY LARGE GROUP TO SUPPORT IN LAGOS. FEEL 15 TO 16 IDEAL MAXIMUM.

(B) RESERVATION GH552 CHECKED BY PEASHOCK. DID NOT EXIST. MADE NEW ONES. PARNELL WILL CONFIRM IN ACCRA.

(C) ALL ARRANGEMENTS TENTATIVE. SCHEDULE CONFIRMED EXCEPT INVESTMENT BANKER PANEL.

(D) JOINT CHAMBER LUNCHEON DROPPED BECAUSE LACK OF ENTHUSIASM OUTGOING PRES. OGUNBANJO, CONFLICT IN SCHEDULING IN IKOYI AT WED ROOM WITH ROTARY CLUB, AND FEELING THAT SAME GROUP CAN BE REACHED THROUGH AMBASSADOR RECEPTION. SUGGESTION THAT DINNER BE SCHEDULED IN EVENING IMPOSSIBLE BECAUSE EXISTING CURFEW. ALSO FEEL GROUP SCHEDULE EXTREMELY FULL AT PRESENT IN LIGHT LAGOS TRANSPORTATION PROBLEMS.

(E) BATCHELDER/HENDERSON PLEASE CABLE LIST OF KEY PRIVATE SECTOR INVITEES FOR AMB. RECEPTION TO SUPPLEMENT PARNELL LIST.

(F) PFIZER PARTICIPATION PARTICULARLY HELPFUL. WILL ALLOW SPLIT GROUP TOURS, FEEDING ONE GROUP NIGERIAN FOOD, AND JOINT MEETING FOR OPEN DISCUSSION. MNG. DIR. DRON EXTREMELY STRAIGHT FORWARD AND SHOULD CONDUCT LIVELY SESSION. ALSO HELPED ARRANGE BATA SHOE TOUR. BATA, CANADIAN CORP., IS LARGEST SHOE OPERATION IN AFRICA AND ONE OF LARGEST FACTORIES IN NIGERIA.
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 LAGOS 02782 051855Z

HAVE BEEN IN BUSINESS SINCE 1932 IN NIGERIA AND EMPLOY 2,500 PEOPLE. WILL SHOW SHORT MOVIE, CONDUCT ONE HOUR TOUR, AND ONE HOUR PANEL DISCUSSION WITH KEY BATA EXECUTIVES. SUPPORT INFO OR BOTH BATA AND PFIZER BEING FORWARDED BY POUCH ALONG WITH NIG. AGRIC. MEMO FOR INCLUSION AGRIBUSINESS BRIEFING BOOKLETS. OPIC FAMILIAR WITH OTHER OPERATIONS TO BE TOURED. EACH GROUP WILL SEE ONE INDIGENOUS OPERATION AND AT LEAST ONE U.S. OPERATION.

(G) FNB CHICAGO CONTINUES SUPPORT AND AGREES ENTERTAIN 2 TO 4 MISSION MEMBERS FOR FULL DAY THURS. MARCH 25. TO EXPEDITE THEIR SELECTION HEAD REQUESTS HENDERSON TELEPHONE FULL LIST TO J. NYAGAH, MEA LIAISON DESK, FNB CHICAGO, TELEPHONE (312) 732-3127. HEAD WILL AWAIT HIS INSTRUCTIONS. HEAD ALSO FOLLOWED THROUGH WITH ARRANGING PARNELL APPOINTMENT WITH MIN. IND. LAGOS STATE. AFTER INTERVIEW DO NOT FEEL MISSION MEETING WITH MIN. WORTHWHILE. CHASE REP VON WEDEL ALSO OFFERED FULL SUPPORT INCLUDING RECEPTION, AFTER SCHEDULE ARRANGED. WILL USE AS BACKUP IN CASE RESCHEDULING NEEDED.

(H) EMBASSY EXPERIENCE WITH TRADE MISSIONS INDICATES BIRING OF SECRETARY FOR MISSION USEFUL AND CONVENIENT. COST APPROXIMATELY DOL\$5/HR (GS-5 EQUIVALENT) AND USE OF EMBASSY TYPEWRITER AND MATERIALS AVAILABLE AT EMBASSY OR HOTEL. PLEASE ADVISE IF WISH EMBASSY ARRANGE SOONEST. EMBASSY WILL ALSO VERIFY BLOCK AIRLINE TICKET RESERVATIONS, BUT UNCERTAIN AS TO RELIABILITY THIS PROCEDURE. FORWARD INDIVIDUAL RESERVATION SHEET WHEN AVAILABLE.

5. TRANSPORTATION: EMBASSY HAS AGREED TO HANDLE ALL TRANSPORTATION WITH EMBASSY AIR-CONDITIONED BUSES FOR CHARGE OF APPROXIMATELY NAIRA 175 (USDOL\$280) WHICH IS IN LINE WITH BIRD ESTIMATE OF DOL\$100/DAY. BELIEVE ARRANGEMENT BEST POSSIBLE. AVIS AND HERTZ HAS ONLY ONE AIRCONDITIONED BUS BETWEEN THEM AND IT IS CONSIDERABLY MORE EXPENSIVE.

6. PARNELL ALSO VISITED OSHILAJA, OGUNDERO AND ASHAMU TO DISCUSS JOINT VENTURE PROSPECTS. NOTHING EXCITING. AGAIN ITIGBE GEN. ENTERPRISES MISSED CONNCECTIONS. ATTEMPTED TELEPHONE THROUGH AMER. CONSUL IN IBADAN, BUT HIS PHONE NOT WORKING. DISCUSSED WITH BRUME WHO ADVISED FORWARD QUESTION OF DRESSER BY LETTER. UNCLASSIFIED

UNCLASSIFIED

PAGE 04 LAGOS 02782 051855Z

7. SUGGEST BATCHELDER BRING FINAL LIST OF PARTICIPANTS TO DISTRIBUTE TO PLANT STOPS PRIOR TO MISSION VISIT IF POSSIBLE. ALL HAVE REQUESTED IT.

8. AS EXPECTED, MEETING WITH HEAD OF STATE IMPOSSIBLE.

9. REQUEST HENDERSON FORWARD OPIC BROCHURES TELEPHONE BILL CLARKE, PASCOE STEEL CORP. WHO IS MAKING INVESTMENT IN NIGERIA IN SAME BUSINESS AS ABC. WILL BE RETURNING TO NIGERIA IN TWO WEEKS TO CONCLUDE NEGOTIATIONS. PARNELL SPENT EVENING WITH CLARK AND ASSOCIATE JERRY TITLE. DISCUSSIONS WERE GENERAL BUT THEIR APPROACH SEEMED SOUND AND LOCAL PARTNER, OMISADE'S FIRM, FAMILIAR TO BATCH. PARNELL PROMISED BROCHURES TO THEM. PURPOSE OF CALL WAS TO INVITE TO AMB. RECEPTION, AND REINFORCE

OPIC PRESENCE. POSSIBLE FINANCING AND INSURANCE LEADS. ALSO
REQUEST YOU INITIATE D AND B. TELEPHONE (714)623-1411. ADDRESS
1301 E. LEXINGTON AVE., POMONA, CALIF 91766.

10. REQUEST HENDERSON TELEPHONE DAVE WHITE, MIDDLE FIELD CORPOR-
ATION. HIS SAMPLES EVIDENTLY LOST SOMEWHERE IN ASHAMU ORGANI-
ZATION. APPARENTLY ASHAMU NOT INTERESTED BUT NOONE HAS BOTHERED
TO TELL THEM. MIGHT SUGGEST PARTICIPATION IN MISSION TO MEET
OTHER POSSIBLE JOINT VENTURE PARTNERS.

11. NEED MONEY. REQUIRED TO PAY US DOLS165 DEPOSIT FOR BATCHELDER
ROOM AT EKO (CRDDIDELA FULLY BOOKED). ALSO INFORMED BY EMBASSY
THAT LAGOS PER DIEM INCREASED TO DOLS54 FROM DOLS44. RENTAL CAR FOR
SAPELE TRIP FURTHER CASH DRAIN. PLEASE FORWARD AUTHORIZATION
TO ACCRA.

12. PROCEEDING SAPELE TO DISCUSS MISSION AND POSSIBLE STOP IN
SAPELE WITH FLEMING AND LOAN AGREEMENT WITH STRAIT.
EASUM

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ITINERARY, MEETING AGENDA, FOREIGN INVESTMENTS, TRADE VISITS, WESTAM
Control Number: n/a
Copy: SINGLE
Draft Date: 05 MAR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976LAGOS02782
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760085-0933
From: LAGOS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760391/aaaadchu.tel
Line Count: 188
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION OPIC
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 25 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <25 JUN 2004 by fisherem>; APPROVED <14 DEC 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: : OPIC MISSION TO WEST AFRICA--LAGOS
TAGS: EINV, NI, OPIC
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006